



Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



# Building Relationships: Utilizing NASA's Small Business Specialists

Wednesday, March 28, 2018

# NASA Center Missions

- **NASA Ames Research Center – Moffett Field, CA**
  - Research of new technologies: IT, fundamental aeronautics, bio and space science technologies
  - (<http://www.nasa.gov/centers/ames/home/index.html>)
- **NASA Armstrong Flight Research Center - Edwards, CA**
  - Flight Research
  - (<http://www.nasa.gov/centers/armstrong/home/index.html>)
- **NASA Glenn Research Center – Cleveland, OH**
  - Air-Breathing Propulsion, Communications Technology and Development, In-Space Propulsion and Cryogenics Fluids Management, Power, Energy Storage and Conversion, Materials for Extreme Environments, Physical Sciences and Biomedical Technologies in Space
  - (<http://www.nasa.gov/centers/glenn/home/index.html>)
- **NASA Goddard Space Flight Center- Greenbelt, MD**
  - Earth, the solar system, and Universe observations
  - (<http://www.nasa.gov/centers/goddard/home/index.html>)

# NASA Center Missions

- **Jet Propulsion Laboratory - Pasadena, CA**
  - Robotic exploration of the Solar System
  - (<http://www.nasa.gov/centers/jpl/home/index.html>)
- **NASA Johnson Space Center – Houston, TX**
  - Human Space Exploration
  - (<http://www.nasa.gov/centers/johnson/home/index.html>)
- **NASA Kennedy Space Center – Cape Canaveral, FL**
  - Prepare and launch missions around the Earth and beyond
  - (<http://www.nasa.gov/centers/kennedy/home/index.html>)
- **NASA Langley Research Center - Hampton Roads, VA**
  - Aviation and Space Research
  - (<http://www.nasa.gov/centers/langley/home/index.html>)

# NASA Center Missions

- **NASA Marshall Space Flight Center - Huntsville, AL**
  - Space transportation and propulsion technologies
  - (<http://www.nasa.gov/centers/marshall/home/index.html>)
- **NASA Stennis Space Center – Stennis, MS**
  - Rocket propulsion testing and remote sensing technology
  - (<http://www.nasa.gov/centers/stennis/home/index.html>)
- **NASA Shared Services Center - Stennis, MS**
  - Provides consolidated activities in the areas of financial management, human resources, information technology, and procurement.
  - (<http://www.nssc.nasa.gov/>)

# NASA's Office of Small Business Programs: Vision and Mission

- **Vision Statement:** Promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research
- **Mission Statement:**
  - To advise the Administrator on all matters related to small business,
  - To promote the development and management of NASA programs that assist all categories of small business,
  - To develop small businesses in high tech areas that include technology transfer and commercialization of technology, and
  - To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.

# How to Do Business with NASA?

- After identifying your product/service and registering your HBCU/MI...
  - Visit NASA’s Office of Small Business Programs website ([www.osbp.nasa.gov](http://www.osbp.nasa.gov)); and
  - Contact a NASA Center Small Business Specialists



# Identifying Opportunities

- **Identify Target Market**
- **Discuss Universities Capabilities with Small Business Specialists**
  - 10 NASA Centers
  - Jet Propulsion Laboratory
- **Target Prime Contractors with HBCU/MI Goals**
  - Subcontracting Opportunities
- **Network and Build Relationships with Large Prime Contractors**
  - Understand Organization's Mission

# Attending Outreach Events

- Attend various NASA HBCU/MI Outreach Events:
  - **August 1-2, 2018:** Outreach Initiative HBCU/MSI – Jet Propulsion Laboratory
  - **August 14-15, 2018:** HBCU/MI Technology Infusion Road Tour at University of HI - Manoa
  - **September 19, 2018:** 4<sup>th</sup> Annual HBCU/MI Partnerships Meetings - Huntsville, AL (Huntsville Museum of Art)
  - **October/November 2018:** KSC HBCU/MI Summit – Kennedy Space Center

# NASA Vendor Database

- Register in NASA Vendor Database
    - Go to <http://www.osbp.nasa.gov>
    - Navigate to the “How to do business with NASA” Menu
    - Select “NASA Vendor Database”
    - Or visit: [https://osbp.nasa.gov/vendor\\_database.html](https://osbp.nasa.gov/vendor_database.html)
- \*\*Note: When registering, select “HBCU/MI” as the classification**

# NASA Mentor-Protégé Program

- **NASA's Mentor-Protégé Program**
  - ATK Aerospace and Florida A&M University
  - Jacobs Technology and Tuskegee University
  - Pratt & Whitney Rocketdyne and Alabama A&M University
  - Science Applications International Corporation (SAIC) and Oakwood University
  - Teledyne Brown Engineering and University of Nevada – Las Vegas
  - Teledyne Brown Engineering and Alabama State University
  - PAE Applied Technologies and Prairie View A&M University
  - DXC and Jackson State University

# Mentor Protégé Agreements with HBCUs and MIs

MENTOR	PROTÉGÉ	CONTRACT	CLASSIFICATION
ATK Aerospace	Florida A&M	NNM07AA75C	HBCU
Jacobs	Tuskegee University	NNM05AA50C	HBCU
Pratt & Whitney Rocketdyne	Alabama A&M	NNM06AB13C	HBCU
SAIC	Oakwood University	NNM04AA02C	HBCU
Teledyne Brown	Alabama State	NNM12AA29C	HBCU
Teledyne Brown	U. of Nevada Las Vegas	NNM12AA29C	MI
PAE Applied Technologies	Prairie View A&M	NNJ08JA02C	HBCU
DXC	Jackson State	NNX11AA01C	HBCU



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**Ames Research Center (ARC)**

**Armstrong Flight Research Center (AFRC)**

**Jet Propulsion Laboratory (JPL)**

**Johnson Space Center (JSC)**

**Marshall Space Flight Center (MSFC)**

**NASA Shared Services Center (NSSC)**

**Stennis Space Center (SSC)**

**Kennedy Space Center (KSC)**

**Glenn Research Center (GRC)**

**Goddard Space Flight Center (GSFC)**

**NASA Headquarters**

**Langley Research Center (LaRC)**